

Message Text

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12

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 170810Z FEB 74

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC

INFO AMEMBSSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

SECSTATE WASHDC 1303

UNCLAS ABU DHABI 0172

EO 11652: NA

TAGS: BEXP, TC

SUBJ: PRIVATE TRADE OPPORTUNITY: FIBERGLASS HULL CARGO
BOATS

REF: ABU DHABI 570

1. MUSTAFA AFIFI, MANAGER OF AL-FUTTAIM CO, DUBAI IS INTERESTED IN PURCHASING SMALL CARGO BOATS (200-500 TONS) WITH FIBERGLASS HULLS. THESE BOATS WOULD BE USED IN COASTAL TRADING IN THE PERSIAN GULF EVENTUALLY REPLACING THE WOODEN DHOWS OPERATED FROM DUBAI BY THIS FIRM AND OTHERS. AFIFI TOLD EMBASSY COMMERCIAL OFFICER THAT HE DID NOT KNOW IF FIBERGLASS HULLS OF THIS SIZE WERE BEING BUILT, BUT THAT IF ANYONE COULD BUILD THEM, AMERICAN FIRMS COULD.

2. AS REPORTED REFTEL, AL-FUTTAIM IS ONE OF THE MOST ACTIVE FIRMS IN THE GULF AREA. ITS INTERESTS INCLUDE THE TOYOTA AGENCY, THE DODGE AGENCY, EXTENSIVE REAL ESTATE BUILDINGS IN DUBAI, AND TRANSPORTATION THROUGHOUT THE PERSIAN AND OMAN GULFS AND ARABIAN SEA. IT HAS REPEATEDLY EXPRESSED AN INTEREST IN EXPANDING ITS REPRESENTATION OF AMERICAN PRODUCTS.

3. SUGGEST COMMERCE BRING THIS OPPORTUNITY TO THE
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ATTENTION OF APPROPRIATE FIRMS WHO COULD NOTIFY AFIFI OF

THE POSSIBILITY OF SUPPLYING SUCH BOATS. COMPANIES
INTERESTED SHOULD CONTACT MR. MUSTAFA AFIFI, MANAGER,
AL-FUTTAIM CO., PO BOX 152, DUBAI, UNITED ARAB EMIRATES.
CABLE: ALFUTTAIM DUBAI. TELEX DB 462. TELEPHONE 24101.
GRIFFIN

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NNN

Message Attributes

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